

Message Text

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COMMERCE FOR BEWT; VIENNA FOR EWTC

E.O. 11652: N/A

TAGS: BCOM EGEN ETRN

SUBJ: SOVIETS INTEND PURCHASE EMISSION CONTROL TECHNOLOGY

1. SUMMARY: NEWLY-ARRIVED MOSCOW REP ENGELHART MINERALS AND CHEMICALS REPORTS HIS FIRM ABOUT TO CONCLUDE AGREEMENT WITH SOVIETS FOR SALE TECHNOLOGY FOR EMISSION CONTROL CATALYST OF TYPE MANDATORY FOR 1975 US-MADE AUTOS. TECHNOLOGY PACKAGE WOULD TOTAL ABOUT DOLS 12 MILLION WITH ESTIMATED DOLS 10 MILLION EQUIPMENT SALE POSSIBLE SUBSEQUENTLY. SOVIET PAYMENT WILL BE IN DELIVERIES PRECIOUS METALS PRIMARILY PALLADIUM AND PLATINUM. END SUMMARY

2. DURING GENERAL DISCUSSION ON ESTABLISHING MOSCOW OFFICE, NEWLY-ARRIVED ENGELHART MINERALS AND CHEMICALS REP (F.H. VAN DER MEULEN) REPORTED HIS FIRM NEAR CONCLUSION AGREEMENT WITH V/O STANKOIMPORT FOR SALE TECHNOLOGY FOR PRODUCTION EMISSION CONTROL CATALYST OF TYPE MANDATORY ON US 1975 AUTOS. TOTAL TECHNOLOGY PACKAGE WILL TOTAL ABOUT DOLS 12

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MILLION WITH POSSIBLE DOLS 10 MILLION FOLLOW-ON EQUIPMENT

SALE. SOVIETS WILL PAY WITH DELIVERIES PRECIOUS METALS
PRIMARILY PALLADIUM AND PLATINUM.

3. WITH REGARD PROBLEMS SETTING UP IN MOSCOW VAN DER
MEULEN CITED SEVERAL AREAS IDENTICAL THOSE ENCOUNTERED BY
OTHER US FIRMS WHICH WERE SUBJECT DISCUSSION DURING RECENT
JOINT COMMERCIAL COMMISSION MEETINGS. ONE NEW DIFFICULTY
WHICH AROSE RELATIVE REESTABLISHMENT OF COMPANY ACCOUNT WITH
FOREIGN TRADE BANK WAS SOVIET REQUEST FOR CERTIFICATION
FROM US EMBASSY THAT VAN DER MEULEN BONA FIDE REP ENGELHART.
UNCLEAR WHETHER THIS UNIQUE CASE DUE DUTCH CITIZENSHIP OF
REP. EMBASSY WILL INQUIRE OF OTHER US REPS IF SIMILAR
PROBLEM ENCOUNTERED. ENGELHART HAS FOUND INTERIM SOLUTION
BY USE OF PRIVATE ACCOUNT FOR ALL PURPOSES. VAN DER MEULEN
MENTIONED PROBLEM POOR COMMUNICATIONS PARTICULARLY HAMPER
WORK PRECIOUS METALS DEALER WHERE PRICES FLUCTUATE RAPIDLY
OVER WIDE RANGE. SOVIETS PREFER DEAL DIRECTLY WITH OFFICE
OF ENGELHART'S DUTCH SUBSIDIARY (PHILLIP BROTHERS) SINCE
VAN DE MEULEN DOES NOT RECEIVE CURRENT PRICE INFO. UPON
INSTALLATION TELEX SCHEDULED FOR JULY REP HOPES RECTIFY
SITUATION. VAN DER MEULEN REPORTED HE WOULD HAVE US
CITIZEN ASSISTANT ABOUT SEPTEMBER WHICH WILL COMPLETE
PRESENTLY PLANNED MOSCOW STAFF EXCEPT FOR SOVIET
SECRETARIES. STOESSELY

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